



Sell with **Reece Realty** Newcastle

Spring 2017 Review

TAKE 5 with Allen

It's refreshing to see the warmer spring weather after what seemed such a long cold winter. Like a lot of people Spring is my favourite time of the year so seeing the sun shining and the days becoming longer is certainly welcome.

What is important to each of us changes at different stages of our lives. Irena and I have had two fantastic weekends with our grandkids.



I spent a weekend with our two older grandsons enjoying 'Pa' time watching the ocean power boats at Coffs Harbour, something my eldest grandson is passionate about. Weather was perfect and the Newcastle boat came second on the day.



Two weeks later Irena and I drove 1,000km to a small south west Queensland town called Jandowae (where eastern Australia's Dingo fence starts and runs to South Australia).

Our two younger grandchildren live in Jandowae and it is always a pleasure to spend time with them as distance limits how often we can visit. Keith is 7 & Adelaide is 5 and they are cherished by Irena. It always amazes me how the gift of grandchildren can bring a character out of you that is not normally seen in today's stressful world.

I haven't seen the western country side for a while. It is certainly dry and farmers are desperate with empty paddocks kilometre after kilometre. Rain is definitely needed so that this vital area of our great country can start producing again.

In September my daughter is getting married and I'm looking forward to the day. On this particular Saturday I'll have my professional & competent staff covering open homes and looking after the office. In October we are going to Poland for Irena's mum's 80th birthday and Irena is busy organising this from Australia. My Dad will be

joining us, truly a gift that he has the health to still do these trips. We're also hoping the photographic talent he's been displaying in his recent sunrise shots of Newcastle will continue for the duration of our trip to Poland. I have many strengths but unfortunately photography is not one of them.



I also feel blessed to have such a loyal team that work diligently to give the best service whether I am in the office or away. They always keep the office operating efficiently.

A big **thank you** to my team at Reece Realty.

IMPORTANT ASBESTOS NEWS

In the 1960s and 70s loose-fill asbestos (raw crushed asbestos) was installed as ceiling insulation in an unknown number of NSW homes. Over time hazardous airborne fibres can move from the ceiling into living spaces. A Voluntary Purchase and Demolition Program and its associated financial assistance package provide safety, certainty and support for NSW residents.

While the majority of incidences appear to be around the ACT and areas of southern NSW our obligation as Real Estate professionals is to identify and manage any potential risks that may arise in relation to properties we manage or are contracted to sell.

For more detailed information refer to the Department of Fair Trading website www.fairtrading.nsw.gov.au - loose fill asbestos insulation page.

HOT LISTINGS



CHARLESTOWN
10 Hillhouse St
\$625,000

An ideal opportunity for those looking for a home plus additional income. There is room for extended family or great long term investment. This 3 bedroom

home plus 1 bedroom granny flat in a quiet cul de sac gives you the feeling you are miles away from anywhere while being only minutes to Charlestown Square, schools, transport and the beach.



ISLINGTON
10 Norfolk Ave
\$750,000

TO BE SOLD AS IS!
Original clad & iron cottage in trending suburb close to town, restaurants and shops. 2 bedroom house & 1 bedroom flat easily converted back to original 3

bedroom home. Maintains many original period features including ornate ceilings and dado boards. Rear lane access to garage & fully fenced, level back yard.

Sales update

Discussing property markets can be a completely different conversation depending on where you are in the country. Some markets are still seeing boom pricing, ours is one of those markets where there are more buyers than sellers, in other markets prices are dropping fast with lots of sellers and very few buyers.

When I was in outback Queensland I could have listed for sale three businesses and four homes...and I only spoke to six locals. Their problem is there are no buyers to buy them. In Jandowae three bedroom homes still sell for \$120,000 which is what they sold for 15 years ago (if you want to move to Jandowae let me know). This is only one example of towns like this, with many still cheaper dotted right around Australia.

It was beneficial to see properties in other towns as it made me realise how buoyant real estate is on the east coast of Australia. Local markets through Winter were as good as I have experienced however the same problem still exists, we don't have enough properties to satisfy demand. There is a mixture of first home buyers, small developers and investors from Sydney. First home buyers find suburbs around Shortland and Wallsend attractive with prices under \$500,000 obtainable. Developers look for properties on large blocks of land with close proximity to shopping centres. High yield properties are attractive to investors needing return for self managed superannuation funds.

If you are considering selling call me for a free complimentary market appraisal and I might surprise you on what your property will achieve in our active local market.

How we borrow money to purchase property has been in the news lately. Banks seem to be in a bit of trouble however I am not seeing any problems from buyers obtaining finance for family homes. It's the investors wanting interest only loans that are having difficulty obtaining this type of loan. Talk to a mortgage broker if you are having trouble with funding. Tell them what you need and they should compare the best options for you. Give our office a call if you need the name of a reputable broker and we can help direct you to one.

Property Management

Respect needs to be given to our property management team. Highs and lows are a daily event with generally more than one crisis a day. Handling extremely difficult situations with professionalism is a skill all property management staff need to have.

Property requirements change depending on each individual tenants needs. There are many different reasons for renting; affordability, unforeseen personal circumstances, lifestyle flexibility or just a fact of life that home ownership is not a consideration. No matter what the reason may be our property managers are there to make our tenants choice a pleasant and manageable experience with many of our tenants in their homes for years.

On the flip side property managers are responsible for the return on clients investment properties including collecting rent on time, managing maintenance, collecting water usage and reletting properties when tenants vacate.

At Reece Realty we also have a specialised department managing student accommodation. Although it is similar to residential property management certain expertise is needed to manage these properties professionally. One important skill is understanding and appreciating numerous nationalities, managing larger than normal transition from house to house, knowing particular regulations surrounding these properties and being flexible to juggle the many different needs.

I know our property management team at Reece Realty do an excellent job in looking after a diverse mix of tenants and at the same time achieving the best returns for our client's properties.

Our Team Update

You may have noticed a change in our print and digital marketing material. Having Julie, our in house graphic designer, has allowed us to put an individual mark on much of the material leaving the office. If there is anything you like I am sure Julie would love your feedback...and if you don't like certain material please let us know that as well. We can't improve if you don't tell us.

Something else our team has embraced is our small contribution to reducing our office waste. We've recently purchased reusable shopping bags and coffee cups (like many offices we run on all forms of caffeine). Thankfully Gloria Jeans, Nic's Nitro, Moe's Pancake Cafe & Michel's Patisserie in Jesmond are all happy to support those of us trying to reduce our environmental footprint. Our ultimate desire is to further reduce our use of consumables but this will be a work in progress.



Keep an eye out on our Facebook page for promotions including giveaways of our reusable coffee cups.



SOLD SOLD SOLD - First week on the market!

Just a few of the properties sold by Allen in their first week on the market.

STILL #1 agent for number of properties sold in the last 12 months in Shortland, Jesmond, Birmingham Gardens & Waratah West. Contact Allen to talk about your home and find out about his selling secrets to negotiating the best prices.



SOLD - WARATAH WEST
28 Delauret Sq



SOLD - SHORTLAND
1 Hansen Pl



SOLD - JESMOND
21 Mary Street



SOLD - JESMOND
29 Mary Street

22 Blue Gum Road, JESMOND

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Newcastle